

Visual Print  
and Design

## Business Development Manager

**Salary:** Depending on experience

**Hours:** Full Time

**Start Date:** ASAP

**Location:** East Midlands

Visual Print and Design is an award-winning company providing high-quality print and design solutions with offices in Lincoln and Glasgow.

We help businesses across the UK make the right first impression through a wide selection of bespoke print services and creative design.

We have a vacancy for a Business Development Manager based at our Lincoln office. This is an exciting time to join a fast growing and innovative company where your role will involve maximising sales, profitability and growth, whilst creating and maintaining good relationships with clients.

### Job description

You will be responsible for generating new business and meeting sales targets that would be set to you by your line manager. As our Business Development Manager, you will achieve maximum sales profitability, growth and account penetration by effectively selling the company's products and services. You will also maintain good relationships with clients to secure repeat business.

### Key Responsibilities

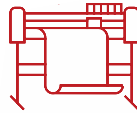
- Listen to customer requirements and present exciting ideas to convert orders.
- Developing relationships with customers in person and via telephone calls and emails
- Generating potential business and arranging meetings with prospect clients for new business.
- Responding to incoming email and phone enquiries.
- Negotiating the terms of an agreement and closing sales.
- Representing the company at trade exhibitions, events and demonstrations; (when required)
- Negotiating on price, costs, delivery and specifications with suppliers
- Advises on forthcoming product developments and discusses special promotions.
- Keeps the Director informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Creates detailed proposal documents for clients in collaboration with our design team.
- Liaises with the team to meet deadlines for delivery and covers other team roles when required

✉ Unit 1 • Checkpoint Court • Lincoln • LN6 3PW

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(such as holidays)

- Gaining a clear understanding of customers' businesses and requirements
- Making accurate, rapid cost calculations and providing customers with quotations by liaising with the internal estimating team and creating your own quotes where necessary
- Liaise with our marketing team to identify possible leads and opportunities

### The ideal candidate will have:

- Experience working in a sales role (within the printing industry is preferred but not essential)
- Fantastic negotiation and closing skills
- Presentation skills
- A confident and determined approach is essential
- Motivated individual with drive and a competitive streak
- Must be results-orientated and able to work both independently and within a team environment
- Must possess excellent verbal and written communication skills
- Proficient computer skills
- A valid driver's license

Knowledge of both the printing industry and MIS systems would be a distinct advantage, however full training on our internal systems will be given.

### What we can offer you:

In return for your skills and experience, we can offer:

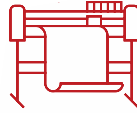
- On-going training and personal development
- Access to PerkBox with discount and freebies
- Teambuilding days and monthly gaming/movie nights
- Flexible working for medical appointments and childcare
- Pension Scheme

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**Interviews:** TBC

Please send your CV with covering letter by email to:

**[graham@visualprint.co.uk](mailto:graham@visualprint.co.uk)**

**Or by post to:**

Graham Hunstone  
Visual Print and Design Ltd  
Unit 1  
Checkpoint Court  
Lincoln  
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